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THE Publishers' Weekly

The American Book Trade Journal

VOL. CX

NEW YORK, DECEMBER 11, 1926

No. 24

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By Warwick Deeping

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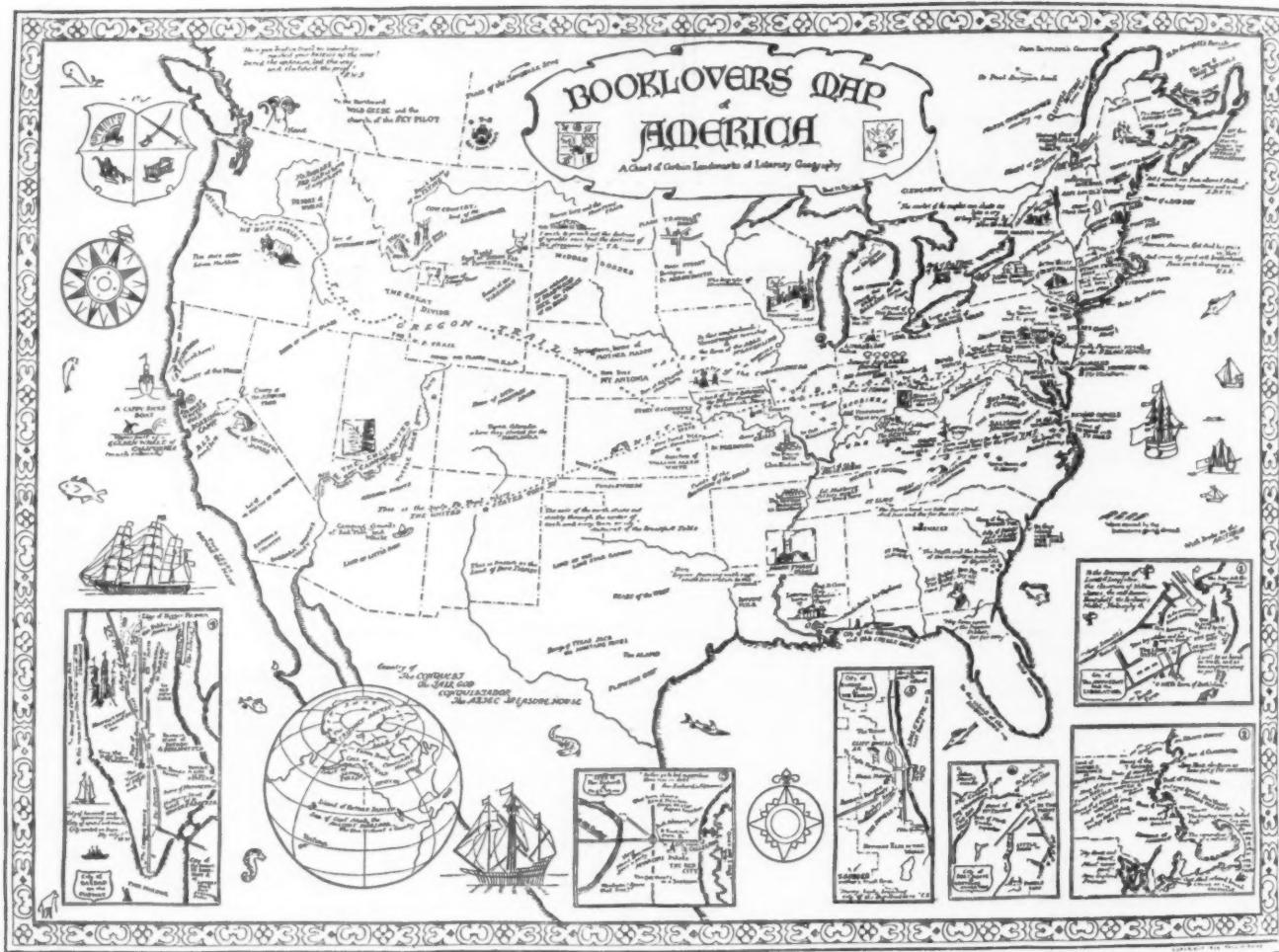
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, DECEMBER 11, 1926

The Windows Are the Eyes of a Store

Some Points on Window Dressing by a Publisher-Bookseller

John Macrae, Jr.

IF one has an artistic or creative type of mind it may be an easy matter to make an attractive and effective window display, but on the other hand it is a mighty difficult thing to tell someone else how to make a display, either attractive or effective. This is possibly due to the fact that imagination is one of the chief factors which comes into play, and unless the other person also has a good imagination there is no connecting link, and there is no common ground on which they can meet.

Today every advertising man realizes the need for more scientific management of window and store display. But, he asks,—“How go about it?” According to William N. Taft, who made a careful tabulation of the replies received from window display experts, including those of the small stores as well as the larger, there are twelve very important points of any display window and these he has arranged in the order of the votes which he received.

1. Power of attraction.
2. Color harmony.
3. Sales power of the display.
4. The merchandise exhibited.
5. Arrangement (including the background, setting and accessories).
6. Balance.
7. Lighting.
8. Uncrowded appearance.
9. Cleanliness.
10. Timeliness.
11. Originality.
12. Window cards.

There can be no set rules as to how to dress any particular window, and I know personally of no way in which the points listed can be obtained unless I may consider my own window. It must be remembered that the windows of a store are not only its eyes, but that they reflect its personality also. Don't think for a moment, either, that a store hasn't personality. A keen observer can look in a window and tell a great deal about how the store inside is run. If it is a small store, owned by one man, it can go a long way in telling you something concerning the personality of the owner. Bear in mind at all times your window reflects the store itself.

Viewed from the standpoint of publicity only, the displaying of the merchandise itself in the proper way has come to be regarded as the most valuable advertising and the greatest sales producing medium in the entire world of commerce. We may pay high salaries to experienced newspaper and magazine copywriters; we may put big money in art work and typography; but in the end all the words in the world cannot

produce the same effect or give to the prospective customer as true a picture of the merchandise as the merchandise itself. It is, therefore, essential that your merchandise be displayed to the public thru your windows in the most attractive and appealing way possible.

The number is growing smaller each year, but there are still some store owners and some store managers who consider dressing a window a bore, and are only too happy to wish it on to a boy or the good natured or unwary newcomer if possible. As a rule, their windows are used as store rooms for extra stock and are not changed or washed unless it is evident that they simply must be. How this minority work it out in their own minds, I don't know, but one thing is very certain. If they don't come to the realization of what effective window display means to their own business, they soon won't have this business to worry about. Window shopping, as a habit, is increasing rapidly among the American people in both large and small towns alike, and it is becoming a joy to many of us to gaze into the attractive and appealing windows which we see on all sides of us.

In the book business we are especially fortunate because books are the most attractive display material you could possibly find the world over. There is a display within almost every book.

For many of us the temptation is strong to try to reach too many people at one time by putting a great many kinds of books in the same window. It must be remembered that unless the person can get the idea of the window at a glance he is very likely to pass it by and never stop. You have then lost a customer until the next time he passes, or perhaps for good.

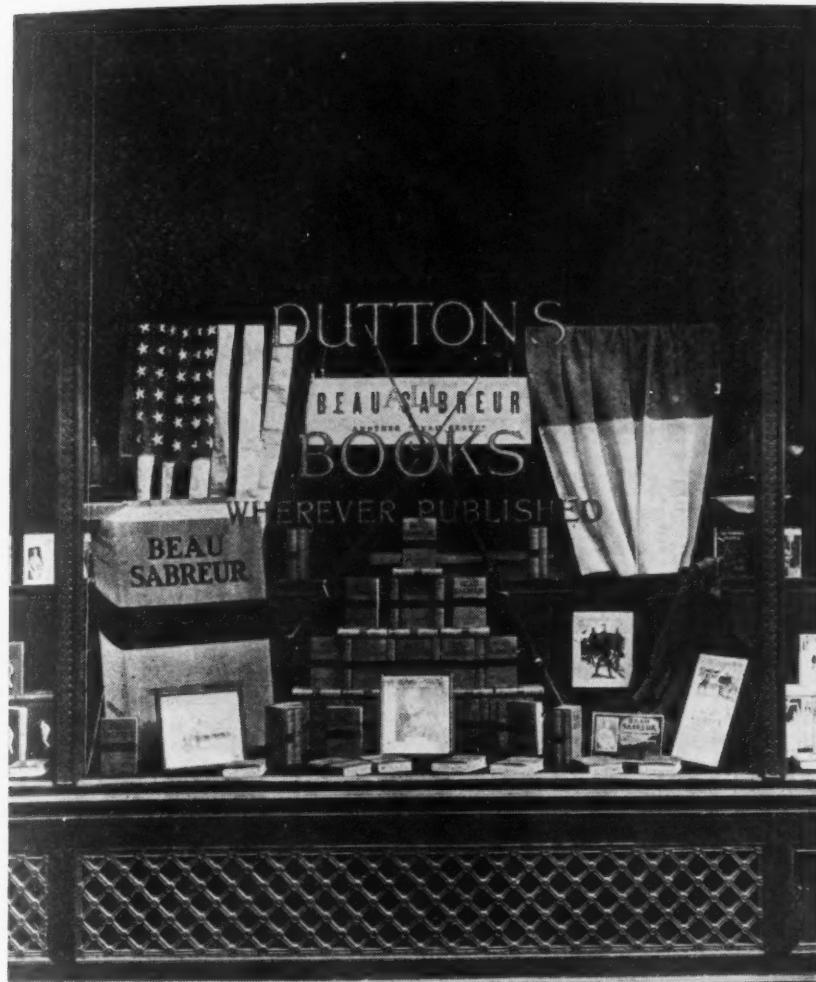
The windows of a small store are just as important as a large store, proportionately. A small store, even tho it has a limited stock, can be as up-to-date in every way as a large one, but of course it will be on a small scale. In my own brief experience I have found that what is most likely to happen in small stores is that their displays remain unchanged too long, and the window becomes crowded with stock which is both soiled and shop-worn. Windows of this kind not only fail to bring

customers into the shop, but the stock which has been allowed to accumulate in the windows, and which has remained in there so long that it has become shop-worn, can never be sold for the full price. Surely this must cause a considerable loss to some booksellers who allow stock to accumulate and remain in their windows in this way.

Most of us who are actively engaged in the retail business keep asking ourselves the same question over and over again. "Granted, that a good window display will help the business, what is a good window display? Is it one that is artistic, is it one that is so powerful in its attraction that it literally stops those who pass? Is it one that attracts by reason of its beauty, atmosphere or scenic effects?" Considered separately, a good window display is none of these things and often it is all of them. It seems to me that the test of a good window display, like the test of a good advertisement, is a simple one. Does it sell books? It may arouse attention, but if it does not sell it is certainly a dead window. If it does sell, it is a good window regardless of whether it is artistic or crude, cheap or expensive, beautiful or drab.

It is easy to see that a window display which would be very effective in selling books in our own retail store on Fifth Avenue would be a dead loss as a window display in a small store in Evansville, Indiana. A window must sell books; that and that alone is the function of the window display. The best ones make sales now, instantly; the good ones make some sales at the present time and help to stamp the personality of the store upon the minds of the observers; the poor ones accomplish nothing, either now or in the future.

Before planning any window displays, it is necessary to have the measurements of the floor space and the general dimensions of the window itself. Some people are able to visualize a window display in their own minds. I always do. Others are able to, thru a make-up sketch suggestion, from which they work. You will find it important not only to have an intimate knowledge of the window itself, but it will add considerably to your ability if you have a knowledge of the window ideas of many of your books regardless of whether you use all of these ideas or not.



Window display of Dutton's Bookstore, New York City. Its effectiveness is proved by the fact that it makes use of every one of the twelve points of displaying quoted by Mr. Macrae in his article.

For our own retail store we spend quite a large amount of money advertising in the New York papers, and I have been able to obtain remarkable results in tying up this advertising with window displays of the books mentioned in these advertisements. This is especially true at Christmas, Easter, etc., and when we are advertising books for wedding gifts, Commencement, for vacation reading and for our *bon voyage* boxes for travellers. Many advertisements merely mention—"see our windows." This is often written in as a kind of after-thought and is usually a phrase used to fill in some small space for which no other matter comes to mind. We find that our window displays are far too important to receive a secondary place in our advertisements. We try to link up our advertising in a much closer way and call attention to complete displays for the week. We also point out that the window displays will give some idea of the complete stock of books in our store covering the subject we are calling to their attention, or for what purpose we recommend them. Very often the display cards which we use in the window, for the purpose of getting our ideas

across to our public, are used just as they are, only reduced of course, for our newspaper copy. We spend considerable money in making these posters and cards as attractive as possible, and find they go a long way in accomplishing the object we have in mind—the selling of more books.

Some of you who receive and are perhaps bored with the many sales letters which I am continually writing to the trade may be asking yourselves why I should have written this article and what I know about window dressing. I am frank to admit that I know very little, especially from a technical point of view. I have written this only because I was asked to do so and because many people have been kind enough to compliment us on our retail store window. It is intended to give you only a very few thoughts and suggestions, which I may have to offer some of you thru my brief experience and study of a complicated and important subject, close to the hearts of all wide-awake retail men. As many of you know, I have only been in the book business five years, and three years of this time were spent in selling books as a retail clerk in our own store.

During that time I dressed the window simply because no one else wanted to dress it. Now, tho I am no longer actively engaged in the retail end of our business, I still have charge of and work out our window displays. Incidentally, I also still have a keener interest in bookselling than in the editorial end of the publishing business. I am always reminded of what Mr. Macrae, Sr., said when I was first employed by E. P. Dutton & Company. "Any darn fool can publish a book but it takes a wise man

to sell a book." Much of the credit for our window displays must now go to Mr. Heidelberger who at the present time is helping me with the displays and who is now doing most of the work. What little success I have had, and we both are having at the present, is due mostly to the fact that we try to keep our windows as simple as possible, in good taste with our surroundings, and up-to-date with new ideas and changing conditions. Above all we keep the window clean and change it often.

Don't Be a Sandpiper

Another Adventure of the Newest Clerk

Carl H. Claudy

"ONLY heard the end of that talk you were spinning the lady," remarked the Old Bookseller to the Newest Clerk, as he came in from lunch. "But it sounded interesting to me. What were you working on?"

"Why, she's a customer of Brown's. She just happened in here because Brown didn't have something or other she wanted . . . we didn't have it either. But I took the opportunity to try to get her to come here in the future. We might as well have her business as Brown!"

"Yes? And what did you tell her as to why she should come here, instead of to Brown?"

"Oh, I stressed the big stock we carry and the service we try to render. I told her how much better we are than Brown. I told her we had the greatest of book experts in captivity on our staff—that's you, Sir!—and how you read everything and could tell her whether she wanted to read it or not. I told her she couldn't get that at Brown's! I told her about our new delivery system and the dozen books a month on consignment scheme and all the rest of it. . . ."

"Who attended to the other customers while you were doing this?" the Old Bookseller wanted to know.

"Why, Jimmy, the boy, did. He asked me where to find things—I told him. But

I thought it more important to get this customer if I could . . . she buys a lot. . . ."

"Now, let's stop this right now and hold a lodge of sorrow!" interrupted the Old Bookseller. "You mean well, but so does the drug clerk who gives you castor oil when you ask for soothing syrup. But tell me . . . do you ever go to the sea shore for a vacation?"

"You bet I do . . . when I can get the price. What has the sea shore to do with a lodge of sorrow and why do we hold one?"

"Never mind that for a moment," smiled the Old Bookseller. "Did you ever observe the sandpiper, or beach bird?"

"You mean those little things with the twinkly legs which skitter up and down the beach all the time, hunting for something to eat?"

"Exactly. I see you do know them," answered the Old Bookseller. "But you do not seem to have observed them closely or to any particular effect. Their morals are not above reproach. They don't have much of an idea of the sacredness of personal property. Any one of them would as soon steal another's food as fly or dodge a wave. The result is that when one of them digs up a nice succulent sand crab, and stands around trying to eat it, all the other sandpipers around make a run for him to take it away from him. So he has



to move fast indeed, with his half eaten meal in his mouth, to dodge them. Then he puts it down and takes another bite. Again he dodges, and again he eats; and that's the way he makes a meal—eat, dodge, eat, run, eat, fly, until you'd think he'd lose all his appetite.

"Now the funny thing about it is that there are plenty of sand crabs for them all! All they have to do is go to work and dig. But no, they prefer to grab what they can see, rather than to hunt for what they cannot see. That, probably, is why they are sandpipers instead of booksellers!

"Don't you be a sandpiper. There is plenty of book business in this town for us all; and the sand crabs of customers that Brown has dug up for himself I don't want, unless I can get them by other methods than stealing them. Suppose there was just one book customer in this town—if I had half his custom and Brown had the other half, we'd each have just half a customer. Then suppose Brown gets a whole new customer. I take half of him away. There are now *two* customers for us *two* booksellers. But suppose, instead of taking half of Brown's new customer away from him, I use my time and knowledge and skill to create a whole new one for myself? Then each of us has a customer and a half!"

"The idea that there is only just so much business and that every one must wade in and grab his share or starve to death is all wrong. There is no limit to

the business; the limit is in us for not being bright enough to create more business. There is no limit to the sand crabs on the beach, but the sandpiper hasn't sense enough to see that—all he can see is the one the other bird has in his beak.

"Stop trying to get Brown's customers. If Brown's customers come in here, give them the best you have, but don't neglect any chance to make a customer of your own, merely to try to get Brown's away from him. Brown's customer is worth something to us, as a satisfied book buyer. She creates interest in books just by buying them and talking about them. Our customers help Brown in the same way. But the customers which help us the most are those we develop from people who either buy out of town or who don't buy at all."

The Old Bookseller paused for breath.

"But do you mean that we mustn't compete with Brown?" asked the Newest Clerk, aghast.

"Of course I don't!" snapped the Old Bookseller. "I want to compete with him in any way I can, for the *new* business; not for the existing business. I want to live and let live. I never advertise in any way which can be construed as a criticism of my competitors. I know enough to realize that while I may take a customer away from a competitor by certain methods, I am apt to lose a customer for us both by those same methods.

"The hope of the book business is not in a sandpiper fight among us all as to which one of us can get the business which now

exists. The hope is that we can create *more* business.

"The American public is learning to read! It's been a long time learning, but slowly, but surely, new people are learning of the joy and the fun there is in a book. 'Don't give her a book, she's got a book' is a joke twenty years old, and ten behind the times. It is our business to extend this habit, to teach more people of the pleasures of a good story, a book of travel, a hope-chest of biography, a treasure house of scientific information. And once you teach a man or a woman to buy books, it's mighty hard for the other fellow to get them to leave you and buy from him. There are few people shyer than new readers—a boy buying his engagement ring and a business man buying his first book of history are about on a par for being embarrassed. When they get over it with you, they won't willingly brave some other store.

"That's a reason, again, why it's a waste of time to try to persuade the other fellow's customer to come to you. And it takes more time than it is worth. The same amount of effort on the man who came in taking a deck of cards or the woman who

wanted a bridge pad, might have sold something in the book line which would have created an appetite for more. Did Jimmy sell anything while you were sandpiping?

"No, he had three visitors, but none of them bought anything."

Three chances, and all gone! I shouldn't wonder but what they are over at Brown's now, getting a little intelligent attention. Well, there are more where they came from. But in the future, leave Brown his sand crabs, and you dig up some crabs of your own. I'll give you more credit in my mind for one new book buyer created thru intelligent service rendered a store visitor, than for a dozen sales made to a customer who is known to belong to a competitor. Sell them, by all means, but don't put in your time trying to knock the other fellow, and boost yourself into his shoes. And there's another reason, too."

The Old Bookseller paused, a half smile on his lips.

"What is that, Sir?" asked the Newest Clerk.

"The sandpiper does a lot of talking about his thievery," answered the Old Bookseller. "What he says is 'cheap—cheap.' Don't be a sandpiper!"



Parnassus on Wheels—Built and designed by Fjeril Hess of Lindsay's Book Store, San José, California and exhibited at the Public Library during Children's Book Week. It is robin's-egg blue with red wheels and trimmings

English Booktrade News

From Our London Correspondent

THE holiday season looks very promising. What encourages the seller of books, whether he be publisher or bookseller, is the very definite fact that the end of the coal strike is in view, for which everyone is truly thankful. And readers of these notes may be sure that the trade of bookselling has suffered as badly as any branch of business. But it is recovering. We should not be a bit surprised if the next few weeks prove to be very happy ones in the matter of turn-over.

Mr. Arnold Bennett Speaks

Listen to what Arnold Bennett, the world-wide known author says today in *The Evening Standard*:

"Gazing upon the windows of some booksellers, I wonder that they do not hang out a plain sign: 'You are requested not to enter this shop.' And when some booksellers, after their own fashion, have dressed a window, they are apparently so pleased with it that they leave it untouched for weeks. A department store that did not rearrange its windows at least once a week would soon cease to pay a dividend, and its board would have to resign with ignominy. . . ."

In the same article Mr. Bennett says:

"I agree that more bad books are published nowadays than ever before; but only because more books are published than ever before; more good books also are published nowadays than ever before; the level of production has risen. And who knows a good book from a bad book within a year, or five years, from publication? Very few of us."

And So to Best Sellers

GENERAL

The Arcturus Adventure. By William Beebe.

Lay Thoughts of a Dean. By Dean Inge. *Kaiser Wilhelm II.* By Emil Ludwig. *England.* By Dean Inge.

On the Trail of Ancient Man. By Roy Chapman Andrews.

Fifty Years of Parliament. By Lord Asquith.

FICTION

Crewe Train. By Rose Macaulay. *The Goosefeather Bed.* By E. Temple Thurston.

Lord Raingo. By Arnold Bennett. *William Clissold.* By H. G. Wells. *Harmer John.* By Hugh Walpole. *Summer Storm.* By Frank Swinnerton.

Amalgamations

The other day Ernest Benn took over the famous firm of T. Fisher Unwin, Ltd.; now Hutchinson & Co., have acquired John Long and Andrew Melrose. John Long has been engaged in publishing for the past thirty-five years. "I am now going to take a long holiday," he said to a representative of the press yesterday, "and do all the golf, shooting, and gardening that I have wanted to do all my life." Also we note that Elkin Mathews and Marrot, Ltd. is a new company, which has taken over the publishing business formerly carried on by Elkin Mathews, Ltd.

Two Examples of Fine Printing

The Chiswick Press has printed a new edition of the two parts of "The Pilgrim's Progress" from a facsimile of the first edition. The text has the original paragraphing, italics, capitals and marginal notes, and Charles Whibley has written an introduction for this reprint. From the Golden Cockerel Press comes a reprint of Francis Coventry's "The History of Pomey the Little." Robert Gibbings has done the decorations for this eighteenth century tale of the life and adventures of a lap-dog. Mr. Gibbings has worked with the Golden Cockerel Press before, and the result has always been a perfect one. His "spots" for the little Thoreau "Walden" were marvels of decoration and, at the same time, restraint. He is more popularly known for his illustrations in the recently published "Fallodon Papers."

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

EDITORS

R. R. BOWKER F. G. MELCHER
62 W. 45th St., New York City

December 11, 1926

I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Washington Active Again for Short Session

CONGRESS has opened its short session this week, a session that will be filled with political struggle and during which important legislation may have a difficult time in getting attention. The booktrade will be especially interested in the postal and copyright matters.

The periodical publishers, who have been especially interested since the passage of the last bill in obtaining revision of the postal matters, have stated that "There is a possibility that there will be some postal legislation in this session, and we are hopeful that a reduction in second-class rates will be included in any such measure." The book publishers have been making strong presentation of the need of attention to the postal rates on books, and their representatives and attorneys have been in constant touch with the Washington situation.

The Vestal Copyright Bill, on which hearings were held last year, will be introduced by Chairman Vestal of the House Patents Committee, who has a very deep and genuine interest in this important international matter. The Authors' League, sponsors for the bill, will venture no prophecy as to whether it can get attention in this session, but will put forward every effort to bring this about. Magazine pub-

lishers, who last year reserved their comment on the bill, now seem likely to become, along with the librarians, its active opponents. Their objections go to the very basis of the bill, and, if sustained, would prevent any progress toward international copyright. They are against copyright on creation, divided copyright, and on full rights to foreign authors.

Just Beyond in January

WHEN the bookseller turns away from the stress of Christmas selling, he has learned to look hopefully to the busy travel season to increase the interest in books, and this year the reports from the tourist agencies and steamship men indicate that there is to be a record winter season. Some of the round-the-world and Mediterranean cruises have already started, but a very large proportion of these and also those trips which go to the south are scheduled for early in 1927.

No one who is planning to spend \$1,000 to \$5,000 on a trip is likely to hesitate at collecting a few books to make the trip more memorable, and this gives opportunity to the bookseller not only to suit the needs of the traveler but to suggest gifts to be sent to the traveler when the journey actually begins. This movement to give books to travelers has made large headway, and every bit of publicity that bookstores give to it helps not only their own sales but has mutual advantage, as there is a cumulative value to this whole emphasis.

The Visiting Critic of the *Herald Tribune*

THE *Herald Tribune*, for its literary supplement of *Books*, has hit upon a novel and happy method of giving important critical service by establishing the institution of "The Visiting Critic" to be a regular feature of the periodical.

The title "Visiting Critic" in itself is most intriguing, and Irita Van Doren, the editor, has been very happy in working out so interesting a plan. The *Herald Tribune* will have intimately connected with its offices for varying periods of about a month each some outstanding literary figure, either English or American, who is free to

use the columns for comment on such current material as seems most interesting for the purpose. The first incumbent to this office of "Visiting Critic" has been Rebecca West, and her contributions to the pages have been a good indication of how interesting such a plan can be in its working out.

Books on the Counter

BOOK weeklies usually picture the books discussed as literature, and very seldom visualize to the readers the volumes themselves and the stores where they may be purchased. It is interesting to see a paper making this connection as does a recent issue of the Cleveland *Plain Dealer*, whose "Book Corner" is edited by Ted Robinson. On one page we see the heading:

"JUVENILE HEROES STRUT THE COUNTERS. *Every youngster should be given a good look at special displays.* Publishers are vying with each other in turning out carefully selected editions of children's books. Every boy and girl should be given opportunity to view window and counter book displays." And again:

"STORE DISPLAYS FOR BOOK WEEK. *Many attractions noted in Cleveland for the next few days.* Korner & Wood will have a special Indian party, with Julius King, the boy adopted by the Ojibway Indians, telling stories. At Halle Brothers an unusual treat is a big collection of maps for children. Burrows Brothers are laying stress on beautiful books, etc."

This type of emphasis brings a picture in the mind of the reader not only of books to buy but of places to buy them, thus insuring additions to the home library, which is an often overlooked point in book discussion.

Shelf Room Costs Money

EVERY student of bookmaking knows that the public needs to be educated on the question of paper. If the public buys by bulk, there is a constant temptation to meet their demands by making the books bulky. In England, where the feather-weight papers have been more

largely used, there has been a great deal of discussion on this point. Children's books, especially, have grown larger and larger, and the bookseller's problem of handling has become more complicated.

If the pressure is great on the bookstore's capacity, it is just as much of a problem where it touches the bookcase capacity of the home. The bulkier the books are the more quickly are the home bookshelves overcrowded. Particularly in the field of fiction American books have been showing this tendency, and students of bookmaking problems are pointing out the need of restraint on the part of the publisher in his planning of books.

The consideration of the home bookshelf is one of the best of all reasons for reiterating this point. People hate to give away or dispose of books once accumulated, and the amount of shelf room that the average house or apartment has is limited. Why fill this space up rapidly by using bulky papers? We take from our shelves at random a book $1\frac{1}{2}$ inches thick with 308 pages, one $1\frac{1}{8}$ inches thick with 426 pages, both of good type and attractive to read. It seems doubtful whether the public would be any better pleased by the bulky book than its more compact neighbor, and the shelves of the bookseller and of the ultimate owner are both strained by the added inches.

Making First Editions

IN a letter written to the *Saturday Review* a plea is made that publishers should take pains to mark on the back of the title-page the facts about editions, especially on the books that are likely to be collected. The collection of first editions is undoubtedly encouraged by the availability of specific information, for collectors do not like to buy a first and then discover that there is some little earmark that they have overlooked rendering without value the book they have purchased. It would certainly be practical if all publishers would mark the words "First edition" on their publications, doing this on the back of the title-page, where it is naturally looked for. If the books are in limited editions, that data should also be easily available.

In and Out of the Corner Office

THE conferences now going on in New York to sound out the possibility of a cooperative effort in bringing together the stockrooms and shipping rooms of a number of publishers may well lead to extremely important developments, and all those who have attended these meetings have been impressed with the possibilities that such a plan might bring to pass. The *Publishers' Weekly* believes that the problems of distribution are among the most important and urgent that face the American booktrade and that too much time and attention cannot be given to proposals that may lead in the direction of an effective, comprehensive technique.

* * *

Everyone who attended the opening evening of the Illustrated Book Exhibit at the Art Center last week was impressed with the showing made and the interest evidenced by the large attendance. The *Publishers' Weekly* naturally felt pleased that the editor of its Bookmaking Department, Robert O. Ballou of Chicago, had been invited by the Institute to share with Charles B. Falls, the illustrator, the honors of the evening—a very interesting team.

Falls offered prayers for the day when all illustrators would have more opportunity than now to turn occasionally from their work on ad pages to the decoration of books of their choice. He pointed out Henry Raleigh of Maxwell House Coffee fame as an illustrator of the first water. He nominated George Wright as the greatest illustrator of the country, urged that Wallace Morgan be given the right new book to do, bemoaned the fact that T. S. Sullivan died without doing an Aesop. He said that collectors had better get hold of a copy of Edward Wilson's illustrations for the Coral Gables brochure, as he has never done better work. Pennell, he said, was an artist exceptional, as he could back a publisher up against the wall and choke the right kind of book out of him. Thomason, in "Fix Bayonets!," he believes, has done a perfect book and ought to do more. Illustration in a book, he said, ought to be like

stage settings for a drama, preserving its place and giving background to the thing that is most important. He pointed out that the popular thing in illustration was often the most expressive and fine, while the "precious" thing was seldom really expressive. Illustrators, he said, knew nothing about types, tho they had, perhaps, heard of Caslon. American illustration ought to be the best in every way and not influenced by the present la-de-da of French illustration or by the heavy-footedness of present German illustration.

Ballou, enthusiastic, sensitive, likeable, pictured the place of illustration in the arts of the book and pointed the way to a new day for satisfactory mechanical reproduction. Badly made books, he said, were usually the result of economic pressure. "I don't know what to do about it. Publishers do exactly what the illustrator is doing—what I am doing—scramble for a few luxuries, for a few hours of leisure in which to play in an age whose constant command is, 'Double time march!'"

* * *

One seldom sees more authors together on one floor than were gathered by the Authors' League for its annual party at the Hotel Roosevelt. When the authors work they work hard, and when they play they play with spirit, and Miss Sillcox has the knack of calling on the best talent to help them out. The program looked like an honor list from current title-pages and Broadway advertisements. As they know how to play, they also know how to dress, and it was as colorful an occasion as one does not often see.

* * *

Of course, we were pleased to see the *Herald Tribune* take half its front page on books for reproduction of Paul Paine's "Booklovers' Map of America." It certainly was a noble decoration and a worthy tribute to Mr. Paine's draftsmanship. *The Journal of Education* has also asked to reproduce it next month in connection with the trip of the N. E. A. to Seattle for the big convention next year.

The Publishing Club Idea

A Discussion of Its Effect on the Booktrade

IN the last issue of the *Publishers' Weekly* the program for a proposed Literary Guild of America was described, a program that is entirely new to this country, tho somewhat based on ideas experimented with in Germany.

Briefly, it has been proposed by this organization, the president of which is Samuel Craig, to solicit thru a great advertising campaign, subscribers to a Guild who will agree to pay \$18 a year, in perhaps four or five payments, for which they will receive one book a month selected by a competent committee, these books to supply a varied reading diet. Unlike the German book clubs, they propose that there should be a trade edition, also, to be published after the distribution of the Guild edition.

There are several reasons why the *Publishers' Weekly* believes that this plan would not be a success in America and why its influence may not be as helpful as its sponsors believe in increasing the general consumption of books.

The plan of the Guild is expected to appeal to authors by giving them an additional source of revenue, especially to those authors whose books might not be particularly suited to periodical serialization. The Guild argues that this new type of sale will not decrease the author's income from trade business but may increase it. The author's situation, however, cannot be accurately forecast as there would naturally be no reviewing of Guild books in general literary mediums nor any advertising of them as individual titles, thus decreasing the amount of cumulative publicity which builds up an author's reputation. Reviewers would certainly not give as much attention as usual to the trade edition as the fine edge of first interest would be blunted by this large pre-publication distribution, and the advertising of the trade edition could not have the punch to it that it would have if it were announcing a book for its initial appearance.

If the authors should deal directly with

the Guild and afterwards endeavor to sell trade publication rights, the trade publisher would certainly have to set a lower value on the manuscript, and the author's income from that source be reduced.

The general trade publishers, with whom most well-known authors have their business contracts, are not at all likely to look with favor on this plan, and many of the large houses which have been canvassed have already indicated that they would hold this opinion.

They point out that the sales of the trade edition would be distinctly decreased when the book was offered by their travelers, and that the prestige of their imprint as well as their total sales would suffer.

That the Guild's plan, which includes distribution before trade publication, would take the edge off of the publication date publicity and decrease the amount of attention that the publishers could get for their book in the literary or news columns.

That the flat rate which the Guild would propose to pay for this club publication would not yield the publisher enough income from the book to make its sale thru this channel important as compared to the return from an undivided pressure given to a trade distribution.

That the Guild would be building on the arduous editorial work which every trade publisher has to do to bring together best sellers, a total expense which has to be largely paid for out of the successes which the firm makes in a year. The Guild plans, they say, to take advantage of the successes and give no help toward covering the general expense of the year's work.

That the price to be set on the books would undermine the whole status of the book market as now built up. Books prices are at the prices they are today, because, even under terms of sharp competition, the publishers cannot make these prices lower with present costs and with the dollar of old worth about sixty-five cents. If the Guild, without a general publishing ex-

pense, issues one book a month considerably below the common market figure (on biography it would be about one-third), the result would be to shake the public's entire confidence in book prices, with a consequent decrease to the sale of other titles which could not be offset. Practical publishers feel that if the Guild knew the costs of publishing they would not be planning such a low offer.

That the publishers are spending large sums to increase the general public interest in books which make new plans of book distribution possible, and those who have helped build up this public attention to books have the greatest interest in keeping it on sound lines.

The booksellers have been asked whether they would be willing to serve as agents for the sale of these books as they would for a subscription to a magazine. While the Association, at this writing, has not taken any action, some of the comments in the trade indicate that booksellers are far from being impressed.

They believe that the prior-to-publication idea would injure the prestige of the bookstores.

That, if too many of their customers had books regularly delivered to their houses from a New York address, they would get out of the habit of visiting the bookstore and all the extra sales that come from book contact would be lost.

That the Guild would build up a mailing list of the best customers of booksellers which would be of extraordinary value to somebody but not to the stores themselves.

That the Guild is really opening a price war, which has always been the curse of the booktrade in every country, and the retailers, having been the chief sufferers, have no desire to see it started in a new form.

It is the opinion of the *Publishers' Weekly* that Mr. Craig and his associates have, thru their study of the German Book Clubs, come upon an interesting idea but that it does not fit in the proposed form into the conditions and needs of American book distribution or of the book reading public.

Pearson Charged With Fraud

A copy of the American edition of "The Whispering Gallery" has been a prominent exhibit in the London Police Court where

Hesketh Pearson is appearing on the charge of obtaining by false pretense, with intent to defraud, a check for £225 from Allen Lane of the publishing firm of John Lane.

Lane published the book in England believing it to be an authentic diary written by Sir Rennell Rodd. The authorship has been denied however and John Lane claims that it was tricked into publishing what it thought to be the former British Ambassador to Rome's diary. The counsel for the prosecution produced a copy of the American edition and said that the American publishers, Boni & Liveright, knew who the author was and had proved the authenticity of the work.

Radio Facts

IN a report to Secretary Hoover by D. B. Carson, United States Commissioner of Navigation, an impressive showing of the growth of radio is outlined:

528 broadcasting stations in the United States as compared to 349 in all other countries, Canada being second.

5,000,000 homes equipped with radio.

Sales of radio paraphernalia in 1925, \$450,000,000.

With a business of this size at stake, there will undoubtedly be found ways and means of putting good entertainment on the air, and the owners of broadcasting stations thru the use of their stations for business and political advertising are finding them profitable without support from sales of material. The situation is bound to lead to some tentative legislation that will protect these interests which the stations have built up, insuring them an entrenched right that can be incorporated and financed. This entrenchment and growth of radio is important to everyone interested in public education, and it is significant also that this period of rapid growth in radio has been also a period of rapid growth for the purchase and use of books.

Belles Lettres

Hostess: "I hope you found that novel interesting, Mr. Paterson?"

Mr. Paterson: "Well, I must confess it wasn't quite so interesting as the letter someone left in it as a bookmark."

"Read Before You Sign"
*A Warning to Those About to Sign on the
 Dotted Line*

EVERY producer and distributor of merchandise is up against the competition of the least scrupulous of the producers in the field, and booklovers are not exempted from this risk. Every dealer must sell his publications to a public whose inclination to be interested in books or to buy books has been affected by every other purchase that it has made. The booklover who believes that he has made a purchase under false representation does not hold his grudge merely against that special book but against all books, booksellers and publishers.

Similarly the book canvasser who comes to potential buyers who have been victims of sharp practice are likely to find strong prejudices against book buying. It is only good business and farsightedness for the subscription book publishers of this country to take cognizance of this situation; and for several years since its organization, the Subscription Book Publishers' Association, has been endeavoring to eliminate bad practice from the canvassing field. If they succeed in doing it, they will have the thanks of all publishers and dealers in books. The situation of the best houses was strengthened a couple of years ago by the conference with the Federal Trade Commission, which brought the group together to discuss trade practice and issued what is called a "submittal," outlining certain things that the best houses should avoid.

The Association will find further encouragement in one of the latest announcements of the National Better Business Bureau, which is campaigning to tell the public to "*Read before you sign*," and under this slogan using its nationwide machinery to get attention to the fact that every person solicited for any type of merchandise should read every contract before it is signed.

It has a strong organization to put this subject to the front as the National Better Business Bureau at 383 Madison Avenue, New York, is closely related in its work to the forty-two local Better Business Bureaus scattered thru the larger cities. It is planned also to send out 20,000 copies of a circular it has prepared on the subject of contracts to clubs in rural sections,

many more to Chambers of Commerce and other outlets. Extra copies can be had by any person interested for special distribution at the rate of \$8 per 1,000 for the 4-page circular.

The circular takes a thoroly constructive attitude on the problems faced and points out the responsibility of the person who is solicited with a contract as well as the responsibility of the firm which offers it. There is a need for emphasis on this dual responsibility. Oftentimes booksellers and trade publishers feel that this problem is beyond their field of responsibility or interest, but unsound practice in one field of bookselling certainly affects unfavorably the whole book-trade, and the National Better Business Bureau deserves hearty support in carrying on this program to broadcast the facts of the canvassing situation.

If booksellers hear of a case of bad practice in their city, they should tell the complainant to ring up the Better Business Bureau, if one is located in the city, or, if not, to write to the National Better Business Bureau at 383 Madison Avenue, New York. The program is well planned and can do a vast amount of good.

New Berlin Printing Plant

A CORRESPONDENT of the *New York World* writes that the biggest single structure now going forward in Berlin is the new Ullstein printing plant, a huge skyscraper that will house the various magazine and book activities of that organization. And the correspondent goes on to say, "All of this building activity bears out what I have asserted about Berlin's recovery. Here it is the fashion to be pessimistic about the future. It is the Berlin way."

Syndicate Reviews

W. ORTON TEWSON, who retired as editor of the *Literary Review* of the *New York Evening Post* and *Philadelphia Ledger* November 1st, is continuing his column, "An Attic Salt Shaker," which had run in both mediums, to be syndicated thru the United Feature Syndicate with the first release on December 18th. His book talks on Monday evenings from WEAF will also continue.

Report of the Post Master General

IN his annual report for the year ending June 30th, just issued, the Postmaster General points to a diminished deficit and calls for certain changes.

A restoration of the 1c. rate on postal and private mailing cards.

Reduced rates on transient second class matter.

Provision for the acceptance without pre-payment of so-called business reply cards, the postage to include additional charge for the extra service to be collected on the delivery of the card.

Provision for additional charge on first-class matter short-paid.

Provision for fees for inquiries concerning registered, insured or C. O. D. mail.

Exclusion of fire-arms from the mails.

Also, for the organization, a differential of payment for night work; the payment of moving expenses for Mail Service employees when they are arbitrarily shifted; arrangement for contract for group insurance of employees; permission for postmasters to designate one or more employees to perform his duties during his absence.

1925-6

Total Expenditures	\$679,704,053
Increase in salaries, \$70,000,000	
Exclusive of salaries the in- crease was 1.29%	
Total Revenues	659,819,801
Increase in revenues 10.4%	
or	60,228,323
Deficit for year	19,884,252
Decrease in deficit over last year	19,772,647
On account of undischarged obligations carried over from last year the operat- ing deficit becomes.....	37,906,118

Bookplates in Every Book

HENRY HOLT & COMPANY have been adding two new features to their current manufacture of trade books. One is an attractive bookplate printed on the lining paper so as to fall on the inside of



the front cover, and the other is a bookmark pasted in. Each new volume has a specially designed bookplate in harmony with the character of the volume.

Some of the books that have this new idea successfully used are "Custody Children" by Everett Young, "Hilda Ware" by L. Allen Harker, "Mitya's Love" by Ivan Bunin, "Mississippi Steamboatin'" by Herbert and Edward Quick. Two examples of these decorations are printed herewith and others may be seen in any of the current output of Holt.



In the Book Market

LINTON WELLS, who with Edward S. Evans circled the globe last summer in 28 days, has written a chronological record of the world-girdling race which *Houghton Mifflin* has issued under the title of "Around the World in Twenty-eight Days." We are anxious to see if the story of the banquet tended him by the Soviet Authorities in Moscow is included in the volume. Mr. Wells told the story at the Exchange Club luncheon last week. He arrived, with Evans, in Moscow in June after an all-night airplane flight across Germany, tired and hungry. But rest and the simple fare they should have had were not possible due to the banquet planned in their honor. The rich banquet food was too much for impoverished stomachs and they were unable to eat a thing. This was cruel, but not half so much so as the bill for 952 gold rubles with which the Soviets presented them. And 952 gold rubles translated into American dollars amount to \$476. Its adoption in this country would soon put banquets out of style. * * * To celebrate the forty-fifth anniversary of the founding of the *Frederick A. Stokes Company*, the house has announced a little book titled "The House of Stokes." It contains a history of the publishing house from the time it was established in 1881 by Frederick A. Stokes to the present day. The history is followed by appreciative letters from Stokes authors. The book is attractively printed in two styles, one bound in warm brown cloth with sepia and turquoise label, and the other bound in deckle edge paper. Like the Knopf book, "The Borzoi," it will have country-wide distribution. * * *

Paul Claudel, whose accomplishments are diplomatic as well as poetic, has been appointed successor to Henry Berenger as Ambassador to the United States. He is a veteran diplomat, having filled various important posts since the beginning of his diplomatic career 36 years ago, when he served in the French Consulates in New York and Boston. Three books of his have been translated and published in his country

by the *Yale University Press*, "City: A Play," "Tête-d'Or; A Play in Three Acts," and "Three Poems of the War." * * * The game of questions and answers has been coming more and more in vogue and played in the drawing-room, the taxi, the restaurant and on ship-board. *Viking Press* is hastening forward with "Ask Me Another," a book of questions and answers arranged by Lucien Esty and Justin Spaford, with an introduction by Robert Benchley, which it promises for February. And for the same month another, "The Portrait Drawings of William Rothenstein," with an introduction by Max Beerbohm. It contains 101 drawings by this famous English artist and the edition will be limited to 150 copies for America.

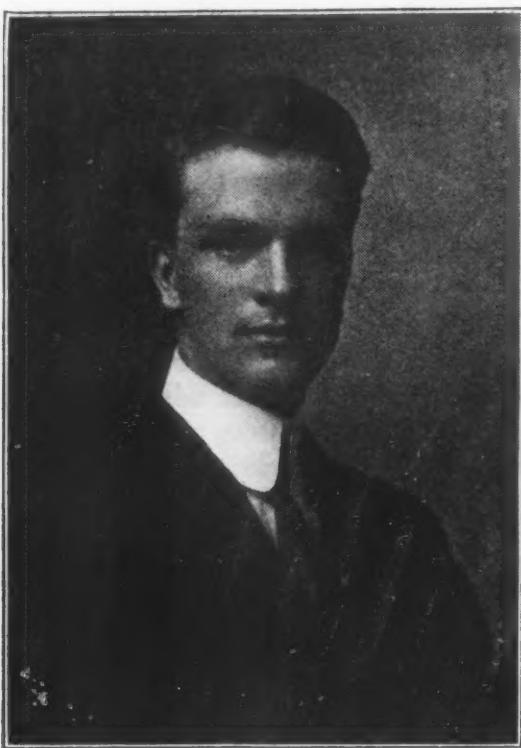
The Penn Publishing Company has announced a contest for play manuscripts, cash prizes of \$1,000, \$500, \$250, \$100 as the first four with three additional ones of \$50 each. The contest closes March 1st, 1927, and prize winners are to be announced April 15th. * * * Adult Education to the fore! It is increasingly recognized as a very important subject and two publishers have found it enough so to back books on the subject. *The New Republic, Inc.*, has published in the Dollar Books series Eduard C. Lindeman's "The Meaning of Adult Education" and *Crowell* is soon to issue "Adult Education" by Dr. Joseph K. Hart, one of the contributing editors of *The Survey*. * * * *Dodd, Mead* has just this week published Mary Harrod Northend's new volume "American Glass," a book which contains illustrations showing many excellent specimens of colonial glassware as well as chapters on Steigel glass, Wisterberg glass, bottles, cups, plates, decanters, wine and flip glasses and other phases of the early colonial manufacture. * * * In a royal blue cloth binding *McBride* this week issues Elise Lathrop's "Early American Inns and Taverns," the romance and history of over 1300 hostelries. It is filled with photographs and drawings of the inns and their old silver and pewter.

Taste in Religious Publications

Sesqui Award Goes to American Unitarian Association

THE International Jury of Awards of the Sesquicentennial Exposition has awarded the American Unitarian Association a gold medal in recognition of the high quality of its exhibit of literature, posters, books and pictures in the Palace of Education. The award was made for "excellence in depicting religious ideas."

Nearly 25,000 tracts, together with posters bearing statements of Unitarian



W. Forbes Robertson

principles and pictures of noted Unitarians, lantern slides of quotations from the famous "Wayside Pulpit" posters, and books published by the affiliated Beacon Press, comprised the chief items of the Association's exhibit.

This award is in large measure a recognition of the attractive make-up and printing and of the literature issued by the Association under the direction of W. Forbes Robertson, director of publications for the Association and editor of The Beacon Press, which specializes in books by Unitarian authors and in material for use in Sunday schools. The literature is always printed on good quality of paper. The title covers,

altho simple and fairly uniform in make-up, are designed typographically for their attention value; and the set-up of the text is efficient and readable. Altho the subject of religion cannot lend itself to certain forcible types of commercial advertising, the posters set forth in simple and emphatic language the essentials of the faith held by this church, while the "Wayside Pulpit" broadsides are nationally known for their succinct phrasing of non-sectarian religious sentiments.

Mr. Robertson, after graduating from Tufts College and before entering the religious publication field, engaged in social service and business activities in Boston. He has been in charge of Unitarian publications and the Beacon Press for the past ten years, during which time the volume of business done by The Beacon Press has nearly trebled. This has been done without any addition to the publication staff, and in spite of the fact that Mr. Robertson is directing the work formerly in charge of three men.

Book Service for Children

THE Junior Monthly Book Service, organized by Mrs. Edith R. Barnett with an office at 80 East 11th Street, has issued its first Bulletin dated November. The Bulletin states that "its work is dedicated to the service of boys and girls who find inspiration in fine books." The Committee on Choice of Books has been Angelo Patri, Thornton Burgess, Richard Burton, John Farrar and Margaret Brasor, Principal of Woodmere Academy. They have listed 30 different books, grouping them as 3 for nursery age; 5 for boys and girls seven to ten; then other ages; and special classifications of biography, plays, poetry, etc. The prices are the regular publishers' prices plus postage.

Commercial Travelers' Party

THAT ancient and honorable trade organization, the Brotherhood of Commercial Travelers, will give its annual house party at the Waldorf-Astoria on December 28th. Bob Hays will be the presiding officer this year, assisted by Congressman O'Connell as vice-president, while John Hovenden has consented to act as scribe and banker for another term.

Changes in Price

MARSHALL JONES COMPANY

Prescott: *A Day in a Colonial Home*, from 60c. to 64c.
 Hyer: *On Shiny Wings*, from \$2.00 to \$1.75.
 Harding: *The Children's Own Book of Letters and Stories*, from \$1.50 to \$1.75.
 Dana: *The Story of Jesus*, from \$17.50 to \$12.00.

Communications

Printed Without Permission

SHAKESPEARE & COMPANY

12, Rue de L'Odéon, Paris, France,

November 18, 1926.

Editor, *Publishers' Weekly*:

An American monthly called *Two Worlds*, with an admitted sale of 50,000 copies, edited by Samuel Roth, is publishing serially a version of "Ulysses" revised by Mr. Roth. I think your readers ought to know that this edition is unauthorized by Mr. Joyce, unpaid for by Mr. Roth, and that the text has been altered. No negotiations existed or exist between Mr. Roth and Mr. Joyce, whose interests I represent, for this serial publication, and Mr. Roth has not paid any money for the book which he is pirating and mutilating.

Mr. Roth some time ago printed also without permission and without payment in his *Two Worlds* quarterly fragments of Mr. Joyce's new work which had appeared in European reviews. I wrote to him remonstrating and obtained two hundred dollars and a promise from him of more which never came.

In No. 4 of *Two Worlds Quarterly*, which, according to Mr. Roth, appears in a limited edition of 450 numbered copies after which the type is distributed, Mr. Roth announces that subscribers will receive their copy "signed by the leading contributor." As Mr. Roth has admitted to Ernest Hemingway that his sales of this quarterly amount not to 450 but to eight thousand copies.

Inasmuch as it's possible that one of these eight thousand copies may be in the possession of a reader of yours I shall be greatly obliged if that reader will let me know immediately by what "leading contributor" his or her copy of "Two Worlds" quarterly is signed.

Yours faithfully,
 SYLVIA BEACH.

Praise for Clearing House

THE NORMAN, REMINGTON Co.,

Baltimore, Dec. 4, 1926.

Editor, *Publishers' Weekly*:

Believing that when good work is being done it should be widely proclaimed and encouraged, we are pleased to say a word or two to commend the work of the American Booksellers' Association Clearing House.

We receive our shipments with remarkable promptness, many times the day after they leave New York, never later than the second day. The cases are carefully packed and so far not a single parcel has gone astray.

Booksellers who are not using this service are unwise. They are missing a real help and service in their business.

STANLEY G. REMINGTON.

Business Notes

AVONDALE, OHIO.—Stewart, Kidd, of Cincinnati, have opened a branch at 3118 C Reading Road.

CAMBRIDGE, MASS.—The Dunster House Book Shop moved on November 15th to temporary quarters at 66 Church Street (second floor), where its business will be carried on during the next six months. Upon the completion of a new building at Holyoke and Mt. Auburn Streets, the shop will return to its original location, where it will have better and more ample quarters.

CHICAGO, ILL.—Franklin J. Meine at 1422 North LaSalle St. has opened a bookshop for new as well as rare old books.

SOUTH BEND, IND.—A. H. Herrold has opened a bookstore at 127 South Lafayette Boulevard.

Personal Note

J. RAY PECK has severed his connection with L. C. Page & Company, with which firm he has been associated for the past two years as vice-president and sales manager. Mr. Peck's home address is Mountain Lakes, N. J.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."

Imprint date or best available date, preferably copyright date in bracket, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Aesop

Fables of Aesop; il. by M. Maitland Howard. 141p. il. (pt. col.) D '26 N. Y., Dodd, Mead \$1

Aldrich, Thomas Bailey

The story of a bad boy; Riverside popular ed. 261p. il. S '26 c. '11 Bost., Houghton \$1

American annual of photography, (The), 1927; v. 41; ed. by Frank R. Fraprie and E. J. Wall. 238p. il. diagrs. O c. Bost., Amer. Photographic Pub. Co. \$2.25; pap., \$1.50

Atteridge, Helen

At the sign of the Silver Cup. 266p. D [c. '26] N. Y., P. J. Kennedy \$2

A romance of London in the middle of the seventeenth century.

Benson, Adolph Burnett

Sweden and the American Revolution [lim. ed.]. 228p. (13p. bibl.) O c. New Haven, Conn., [Mils Sahlin, Box 1068, Yale Station] \$3

Bentley, Arthur F.

Relativity in man and society. 382p. (bibls.) O c. N. Y., Putnam bds. \$3

A development, in line with the changed scientific attitude since Einstein's discovery, of the author's earlier work, "The Process of Government."

Bernadot, M. V.

From Holy Communion to Blessed Trinity; tr. by Dom Francis Izard. 139p. O '26 St. Louis, B. Herder \$1

Beveridge, John Harrie, and others

English for use; bks. 1, 2 and 3. various p. il. (pt. col.) D '26 Phil., Winston 76 c.; 80 c.; 88 c.

Abbot, Charles Greeley

The distribution of energy over the sun's disk. 12p. il. O (Smithsonian misc. coll. no. 2876) '26 Wash., D. C., Smithsonian Inst. pap. 15 c.

Bible

The lost books of the Bible. 288p. il. O [c. '26] N. Y., Alpha House, Inc., 303 Fifth Ave. \$2.95 bxd.; fab. \$3.95 bxd.

"Being all the gospels, epistles and other pieces now extant attributed in the first four centuries to Jesus Christ, His apostles and their companions, but not included in the authorized New Testament."

Bone, James

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Primary gymnastics; tr. by F. Braae Hansen and F. de H. Bevington. 160p. il. diagr. D [n. d.] N. Y., Dutton buck. \$2
A textbook used extensively in Denmark, which aims to correct, thru gymnastics, the defects of a sedentary life.

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The layman's handbook of medicine; Riverside popular ed. 528p. D '26 '16 Bost., Houghton fab. \$1.50

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Civil engineering specifications and quantities. 207p. (4p. bibl.) O '26 N. Y., Longmans \$3.75

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Instinct in the cell and organism. 236p. (bibl.) O [c. '26] Alhambra, Cal., Weimar Press, 1737 W. Valley Blvd. \$5

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In and about Rome. 180p. il. (pt. col.) O '26 N. Y., McBride \$5
Description and background of present-day Rome.

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A little book of American humorous verse. 151p. S [c. '26] Phil., McKay \$1.50

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The boy of Bethlehem. 62p. O c. N. Y., Christopher Press, 124 White St. bds. \$2
A new story of the Christ by the wife of Benjamin de Casseres.

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Clinical surgical diagnosis; 4th ed. tr. by J. Snowman, M.D. 953p. il. O '26 N. Y., Wm. Wood \$14

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History of mediaeval philosophy; v. 2; tr. by Ernest C. Messenger. 348p. (bibls.) O '26 N. Y., Longmans \$4.50
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paps., no. 319) '26 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. 15c.

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Commercial travelers' guide to Latin America; and rev. ed. 627p. (14p. bibl.) maps diagrs. D (U. S. Bur. of Foreign and Domestic Commerce, misc. ser., no. 89) '26 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. \$1.25

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cal Life Press, 12 Mt. Morris Park, W. \$3.50

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tory diseases of the nasal accessory sinuses,
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K. Hansel; 5th ed. rev. and enl. 2v. various
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\$17

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436p. il. S (Academy classics for junior high
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Bost., Little, Brown buck. \$6.50

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At the feet of the Divine Master; ed. by
Arthur Preuss. 347p. O '26 St. Louis, B.
Herder \$2

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(Naturecraft readers) [c. '26] Bost., Marshall
Jones \$1.75; text bk. ed., 88c.

In which Allen and the Speed Imp in their adventures
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things about woodland creatures and learn a lot
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Columbia Univ. \$5

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A novel of Russia before the Revolution, when the monk, Rasputin, ruled the Tsar. Miss Iswolsky, one of the authors, is daughter of the former Russian Minister of Foreign Affairs and Ambassador to France.

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Finding the worth while in the Orient. 474p. il. D (Finding the worth while ser.) c. N. Y., McBride \$3.50
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Klinge, George
When they shall lead us home, and other poems. 129p. D [c. '26] Milwaukee, Morehouse Pub. Co. \$2

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Monroe, Walter S. and Clark, John A.

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Minchin, Nydia E., and others

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O'Hara, John Myers, tr.

Roses of Persephone [verse]. 33p. D [c. '26] Portland, Me., Smith & Sale \$1

Otto, William Naill

Journalism for high schools. 325p. (2p. bibl.) il. D [c. '26] N. Y., Harcourt \$1.48

Moving finger writes, The. 12p. D (Labor turnover ser. 1) [n. d.] N. Y., Policyholders' Service Bur., Metropolitan Life Insurance Co. pap. apply

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Palacio Valdés, Armando

Short stories from Palacio Valdés; ed. by Albert Shapiro and Frederick J. Hurley. 260p. S [c. '26] N. Y., Holt 96 c.

Pancoast, Chalmers Lowell

Trail blazers of advertising. 283p. il. D '26 c. '24-'26 N. Y., F. H. Hitchcock \$3.50 Stories of the romance and adventure of the old-time advertising game.

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Selections from his writings in prose and verse; ed. by W. Roy Macklin. 244p. front. (por.) T (Kings treasures of lit.) [n. d.] N. Y., Dutton 60 c.

Rawlinson, Alfred Edward John, D.D.

The New Testament doctrine of the Christ. 303p. (bibl. footnotes) O '26 N. Y., Longmans \$5

The Bampton lectures for 1926 at Oxford University.

Raymond, William G. and others

Engineering problems; a brief elementary course for engineering students. 47p. il. O '26 N. Y., McGraw-Hill \$1

Reese, T. O.

The unpardonable sin and other sermons. 228p. front (por.) D [c. '26] Louisville, Ky., Pentecostal Pub. Co. \$1.50

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The girl; a drama in one act. various p. D c. '12, '24 N. Y., S. French pap. 50 c.

Pittier, H.

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Richter, Conrad

Human vibration; the mechanics of life and mind. 216p. D '26, c. '25 N. Y., Dodd, Mead \$2.50

Published last year by the Handy Book Corporation.

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The true life; tr. by Isabel Garahan. 112p. O '26 St. Louis, B. Herder \$1.25

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Religion and common sense. 320p. D c. N. Y., P. J. Kenedy \$1.50

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The children's book; Riverside popular ed. 444p. il. O '26, c. '81-09 Bost., Houghton \$2.50

Seibert, Gertrude Woodcock

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Horace Greeley. 433p. il. O [c. '26] Ind., Bobbs-Merrill \$5

A biography of the founder of The New York Tribune.

Shakespeare, William

Complete works; 3v. ed. by Richard Grant White; Riverside popular ed. various p. front. O '26, c. '11 Bost., Houghton buck. \$7.50

Taming of the shrew; ed. by Essie Chamberlain. 221p. il. S (Academy classics for junior high schools) [c. '26] Bost., Allyn & Bacon 60c.

Simko, Michael V.

The white birch mystery. 278p. D [c. '26] N. Y., P. J. Kenedy \$1.75

A story for Catholic boys.

Simpson, Margaret I.

Wind in the hills [verse]. 38p. D [c. '26] Bost., Badger bds. \$2

Smith, Evelyn, comp.

Form-room plays; intermediate book. 220p. front. (por.) T (King's treasures of lit.) [n.d.] N. Y., Dutton 60c.

mentary school subjects. 110p. O c. N. Y., Teachers College, Columbia Univ. \$1.25

Schmitz, Sylvester

Measurements in first year algebra; a study of their present status. 40p. (bibl.) O (Catholic Univ. of Amer., educational research bulls., v. 1, no. 9) c. Wash., D. C., Catholic Educ. Press pap. apply

Sibila, Sister Theresa

A teacher's handbook to accompany Deferrari's First Latin book for Catholic schools. 166p. (2p. bibl.) D (Catholic Univ. Classical ser.) c. Wash., D. C., Catholic Educ. Press pap. apply

Sneidern, Dr. Julia Kinberg-von and Sundquist, Dr. Alma

Sex hygiene; the anatomy, physiology and hygiene of sex organs; tr. by Mary E. Collett. 114p. il. diagrs. D [c. '26] N. Y., Holt \$1.75

Staley, Seward Charles

Calisthenics; modern methods of free-exercise instruction. 338p. (bibl.) il., diagrs. O c. N. Y., A. S. Barnes \$3

Stevenson, Robert Louis

The black arrow; ed. by Dorothy Loomis Holm. 442p. il. S (Academy classics for junior high schools) [c. '26] Bost., Allyn & Bacon 80c.

A child's garden of verses; il. by H. Willebeek Le Mair. 89p. il. (col.) obl. O [c. '26] Phil., McKay \$3

Stowe, A. Monroe

Modernizing the college; introd. by Samuel P. Capen. 143p. D c. N. Y., Knopf \$1.50

Sketches the attempts that have been made to re-orient the college and points the way to further progress.

Symond, Ronald

The main chance. 243p. D '26 N. Y., Longmans \$2.75

The author endeavors to track down the "main chance" of life, something permanently satisfying.

Taeusch, Carl F.

Professional and business ethics. 383p. (bibl. footnotes) diagr. O [c. '26] N. Y., Holt \$3

Thackeray, William Makepeace

The rose and the ring; ed. by Phyllis Preston. 191p. il. T (Kings treasures of lit.) [n.d.] N. Y., Dutton 60c.

Thomas Bewick's A B C; [lim. ed.] no p. il. [c. '26] N. Y., The Triptych, 2529 Park Row Bldg.

A tiny book, two inches long and one and three-quarters inches wide, containing twenty-four prints of alphabet animals, facsimiles of impressions taken from the woodblocks cut by Thomas Bewick about 1780 for a book by T. Haste called "The Only Method to Make Reading Easy." The letters V and X are missing.

Thorburn, Archibald

British birds; v. 4; new ed.; il. by the author. 164p. il. (col.) O '26 N. Y., Longmans \$5.50; 4v. set, \$21

Simons, Evelyn

Best recitations and monologues. 137p. S c. Dayton, O., Paine Pub. Co. pap. apply

Spell, Lota

Making friends in music land; bk. 2. 50p. (2p. bibl.) O (Univ. of Tex. bull. no. 2637) c. Austin, Tex., Univ. of Tex. pap. apply

Stannard, Mae E., and Hunzicker, Beatrice Plumb, comps.

Glimpses of Huron shore in early days and story of Harrisville. 78p. il. O c. Harrisville, Mich., W. L. Chapelle pap. \$1

Thirty leading articles on physiotherapy. 210p. il. diagrs. O [c. '26] Chic., H. G. Fischer & Co., 2333 Wabansia Ave. pap. gratis

Todoroff, Alexander

What is what in groceries, 208p. il., diagrs. D [c. '26] Chic., Grocery Trade Pub. House, 5650 W. Lake St. \$2

Interesting explanations and information about the articles sold in grocery stores, with which consumers are not generally familiar.

Trilling, Mabel Barbara and Williams, Florence

A girl's problems in home economics. 314p. (bibls.) il., diagrs. (pt. col.) D (Lippincott's home economics texts) [c. '26] Phil., Lippincott \$1.40

Underhill, Evelyn [Mrs. Stewart Moore]

Concerning the inner life; introd. by Bp. Slattery. 134p. S [c. '26] N. Y., Dutton \$1 Essays for the guidance of clergymen.

Van Dyke, Henry and Van Dyke, Tertius

Light my candle. 322p. front. (por.) D [c. '24-'26] N. Y., Revell \$2 A book of reflections upon certain passages from the Bible.

Varley, Telford

Hampshire; il. by Wilfrid Ball and G. F. Nicholls. 252p. il. (col.) map O (Black's popular ser. of colour bks.) [09-'26] [N. Y., Macmillan] \$2.50

Vinal, William Gould

Nature guiding. 561p. (12p. bibl.) il., diagrs. O c. Ithaca, N. Y., Comstock Pub. Co. \$3.50 For leaders of children's nature study groups.

Visser-Hooft, Jenny

Among the Kara-Korum glaciers in 1925. 315p. il., maps O '26 [N. Y., Longmans] \$7.50

The story of an expedition into a dangerous mountain region of Asia: with several additional contributions by the author's husband.

What happened to a library book. 16p. il. S [n. d.] N. Y., R. R. Bowker Co.

pap. 15c., ea.; \$7.50 per 100 Verses and pictures for young readers about a library book that died from ill-treatment.

White, Stewart Edward

Daniel Boone, wilderness scout; ed. by Helen E. Hawkins. 331p. il. S (Academy classics for junior high schools) [c. '26] Bost., Allyn & Bacon 80c.

Williams, Orlo

Some great English novels. 302p. D '26 [N. Y.] Macmillan \$3 Studies of "Tom Jones," "Martin Chuzzlewit," "Pendennis" and seven other works of fiction.

Townsend, James Gayley

The public health nurse. 14p. diagr. O '26 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap. 10c.

Willis, Hugh Evander

Introduction to Anglo-American law. 234p. O c. Bloomington, Ind., Ind. Univ. pap. 75c.

Wright, D. Sands

Bible ethics, for school and home. 118p. D c. Cedar Falls, Ia., Record Press pap. apply

Zwemer, Mrs. Amy E. Wilkes

Two young Arabs; the travels of Noorah and Jameel. 216p. il. map D c. Cambridge, Mass., Central Committee on the United Study of Foreign Missions 75c.; pap., 50c.

Woolston, Clarence Herbert, D.D. The Bible object book. 263p. il. D [c.'26] Phil., Judson Press \$1.75

Wray, W. J., and Ferguson, R. W., eds. A day continuation school at work; papers by twelve contributors. 223p. (5p. bibl.) il., diagrs. D '26 N. Y., Longmans bds. \$3.40

Wyatt, Alfred John. The threshold of Anglo-Saxon. 140p. D '26 [N. Y., Macmillan] \$1.80
A first reader in Anglo-Saxon.

[Wyss, Johann]

The Swiss family Robinson; il. by Charles Folkard. 128p. il. (col.) S (Tales for children from many lands) [n. d.] N. Y., Dutton \$1

Young, Charles L.

Wallpaper and wallpaper hanging. 307p. (6p. bibl.) il., diagrs. O (Century vocational ser.) [c.'26] N. Y., Century fab. \$5

Zybara, John S.

Present day thinkers and the new scholasticism. 561p. O '26 St. Louis, B. Herder \$3

Title Index to the "Weekly Record"

Does not include the material listed in smaller type

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Longmans

American annual of photography, The. \$2.25; \$1.50
Amer. Photographic Pub. Co.

Among the Kara-Korum glaciers. Visser-Hooft, J. \$7.50
Longmans

Ancient Egyptian materials. Lucas, A. \$2.75
Longmans

Approach to public welfare and social work, An. Odum, H. W. \$1.50
Univ. of N. C. Press

Arranging for the modern dance orchestra. \$5
A. Lange

Aspetti di litteratura contemporanea Italiana. Brovedani, J. H. \$2
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At the feet of the Divine Master. Huonder, A. \$2
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P. J. Kenedy

Best French short stories of 1925-26, The. Eaton, R. \$2.50
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Allyn & Bacon

Blinded kings. Kessel, J. \$2.50
Doubleday

Bookbinding craft and industry, The. Harrison, T. \$1
Pitman

Boone (Daniel), wilderness scout. White, S. E. 80c.
Allyn & Bacon

Boy of Bethlehem, The. DeCasseres, B. \$2
Christopher Press

British birds; v. 4. Thorburn, A. \$5.50
Longmans

Burton (Ernest De Witt). Goodspeed, T. W. \$3
Univ. of Chic. Press

Calisthenics. Staley, S. C. \$3
A. S. Barnes

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Appleton

Careers for women. Filene, C. \$2
Houghton

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Little, Brown

Chaplin (Henry)... Londonderry, Marchioness of. \$7.50
Macmillan

Children's book, The. Scudder, H. E. \$2.50
Houghton

Child's garden of verses, A. Stevenson, R. L. \$3
McKay

Civil engineering specifications and quantities. Coleman, G. S. \$3.75
Longmans

Clinical surgical diagnosis. DeQuervain, F. \$14
Wm. Wood

Close quarters. Nye, N. 75c.
S. French

Complete poems. Longfellow, H. W. \$2
Houghton

Complete works. Shakespeare, W. \$7.50
Houghton

Concerning the inner life. Underhill, E. \$1
Dutton

Course in methods of arithmetic, A. Jones, Sister M. E. \$2
Heath

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Longmans

Diseases of the teeth. Marshall, J. A. \$4.50
Lea & Febiger

Early American inns and taverns. Lathrop, E. \$5
McBride

Early days at St. Mary's. Leffingwell, C. W. \$3
Morehouse Pub. Co.

Educational opportunities for young workers. Evans, O. D. \$3
Macmillan

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McGraw-Hill

English for use: bks. 1, 2, and 3. Beveridge, J. H. 76c.; 80c.; 88c.
Winston

English mediaeval painted glass. L'Couteur, J. D. \$3.50
Macmillan

Evaluation of values, The. Bougle, C. \$2
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Fables of Aesop. \$1
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Longmans

Finding the worth while in the Orient. Kirtland, L. S. \$3.50
McBride

First Latin lessons for junior and senior high schools. Parsons, C. A. \$1.40
Heath

Form-room plays. Smith, E. 60c.
Dutton

From Holy Communion to Blessed Trinity. Bernadot, M. V. \$1
B. Herder

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 Greeley (Horace). Seitz, D. C. \$5 *Bobbs-Merrill*
 Hampshire. Varley, T. \$2.50 *Macmillan*
 Handbook of suggestions and course of study for subnormal children. Holmes, M. D. \$1.50 *Nat'l Pub. Society*
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 In Dixie land. \$2.50; \$1.25 *Purdy Press*
 Instinct in the cell and organism. Cook, N. P. \$5 *Weimar Press*
 Introduction to physical chemistry, An. Flinter, F. B. \$2 *Longmans*
 Jester's purse, The. Minchin, N. E. \$1.50 *Harcourt*
 Journalism for high schools. Otto, W. N. \$1.48 *Harcourt*
 Law of oil and gas, The. Miles, L. \$10 *Callaghan & Co.*
 Layman's handbook of medicine, The. Cabot, R. C. \$1.50 *Houghton*
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 Little book of American humorous verse, A. Daly, T. A. \$1.50 *McKay*
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 Little journey to France and Switzerland, A. Goerge, M. M. 76c. *Flanagan*
 Locks and lockmaking. Butter, F. J. \$1 *Pitman*
 Lost books of the Bible, The. \$2.95; \$3.95 *Alpha House, Inc.*
 Main chance, The. Symond, R. \$2.75 *Longmans*
 Man from El Paso, The. Hoffman, W. D. \$2 *McClurg*
 Marble faun, The. Hawthorne, N. \$1 *Houghton*
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 Modernizing the college. Stowe, A. M. \$1.50 *Knopf*
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 Mountain boyhood, A. Mills, J. \$2 *J. H. Sears*
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 Permanent faith, A. Hammond, W. E. \$2 *Judson Press*
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 Political and industrial democracy, 1776-1926. Lauck, W. J. \$2 *Funk & Wagnalls*
 Present day thinkers and the new scholasticism. Xybura, J. S. \$3 *B. Herder*
 President's hat, The. Herring, R. \$3.50 *Longmans*
 Primary gymnastics. Bukh, N. \$2 *Dutton*
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 Raleigh (Sir Walter); selections from his writing. 60c. *Dutton*
 Recent poetry from America, England, Ireland and Canada. French, R. L. \$1.60 *Heath*
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 Roses of Persephone. O'Hara, J. M. \$1 *Smith & Sale*
 Seams of glory. Crannell, P. W. \$1.50 *Judson Press*
 Searchlights from the Word. Morgan, G. C. \$3.75 *Revell*
 Second course in algebra. Johnson, A. \$1.28 *F. M. Ambrose Co.*

Sex hygiene. Sneidern, J. K. von. \$1.75
Holt

Shipbuilding and the shipbuilding industry. Mitchell, J. \$1
Pitman

Short stories from Palacio Valdes. 96c. *Holt*

Some feet to fathoms. Lee, R. G. \$2
S. S. Bd. of So. Baptist Convention

Some great English novels. Williams, O. \$3
Macmillan

Some new light on Chaucer. Manly, J. M. \$3;
\$2.40
Holt

Songs of a Savoyard. Gilbert, W. S. \$1.40
Macmillan

Sonnets of the saints. Jones, T. S., Jr. \$1.25
Mosher Press

Spain. Edwards, G. W. \$7.50
Penn

Steps in industry. Lincoln, E. E. \$2
Macmillan

Stewardship vitalized. Johnson, W. N. \$1.25
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Stock market quotations from the works of Sophronia Tibbs. Hatch, L. \$1.50
John Day

Stories in stone. Lee, W. T. \$3
Van Nostrand

Story of a bad boy, The. Aldrich, T. B. \$1
Houghton

Streets in the moon. MacLeish, A. \$5
Houghton

Sweden and the American Revolution. Benson, A. B. \$3
Nils Sahlin

Sweet-brier rose, The. \$1
G. W. Seibert

Swiss family Robinson, The. Wyss, J. \$1
Dutton

Tales from Shakespeare. Lamb, C. \$1
Dutton

Taming of the shrew. Shakespeare, W. 60c.
Allyn & Bacon

Theatre of George Jean Nathan, The. Goldberg, I. \$3
Simon & Schuster

Threshold of Anglo-Saxon, The. Wyatt, A. J. \$1.80
Macmillan

Toils and travels of Odysseus, The. Homer. 80c.
Allyn & Bacon

Tongues of men, The. Carpenter, E. C. 75c.
S. French

Trail blazers of advertising. Pancoast, C. L. \$3.50
F. H. Hitchcock

True life, The. Ruemmer, F. \$1.25
B. Herder

Unpardonable sin, The. Reese, T. O. \$1.50
Pentecostal Pub. Co.

Wallpaper and wallpaper hanging. Young, C. L. \$5
Century

What happened to a library book. 15c.
R. R. Bowker Co.

What is news? Johnson, G. W. \$2
Knopf

What is what in groceries. Todoroff, A. \$2
Grocery Trade Pub. House

When they shall lead us home. Kingle, G. \$2
Morehouse Pub. Co.

White birch mystery, The. Simko, M. V. \$1.75
P. J. Kenedy

Wind in the hills. Simpson, M. I. \$2
Badger

Witch, The. Masefield, J. \$1.75
Brentano's

Wonder book, A. Hawthorne, N. \$1
Dutton

Wonders of South America, The. Nichols, J. T. \$1.25
Nichols Bk. & Travel Co.

Working faith, A. Brown, C. R. \$1.50
Univ. of N. C. Press

World's best book of minstrelsy, The. Powell, H. P. \$2
Penn

Writing of history, The. Fortescue, S. J. \$1
Longmans

The Field of Old and Rare Books and Weekly Book Exchange

CURRENT RARE BOOK NOTES

Frederick M. Hopkins

BRENTANO'S, of this city, has just issued a rare book catalog of 74 octavo pages containing 625 items, and comprising first editions, colored plate and sporting books, Cruikshankiana, works on ceramics, furniture, costume, Americana, private press books, fine arts, and many choice books in bindings of various departments of literature.

ON December 21 and 22 an important library of Hebraica will be sold at Sotheby's in London. It comprises unique Hebrew manuscripts by Maghrebian and Italian authors, illuminated documents, important incunabula, many rare and some unknown works on the sixteenth and seventeenth centuries, and parts of the Talmud printed at Venice by Bomberg.

GRAFTON & COMPANY of 51 Great Russell Street, London, have just issued Catalogue No. 5, devoted exclusively to books on printing and bibliography. It is a very unusual collection, listing more than 1,800 items, arranged under nine general classifications covering the whole range of a subject that is fast becoming of first importance in book collecting.

THE Wayside Press, established at Topsfield, Mass., by George Dow, will aim to publish limited editions of unusual books to be printed in accordance with the principles of modern fine typography. Its first issue is "Captain Lightfoot, the Last of the New England Highwaymen," which will be followed by a reprint of an excessively rare Indian captivity, and a volume on the "Arts and Crafts in Pre-Revolutionary New England."

A PORTION of the library of the late Robert H. Sayre, of South Bethlehem, Penn., together with collectors' books in fine bindings from a Southern consignor, will be sold at the Anderson Galleries December 13. This sale includes modern first editions, collected sets of first editions, library editions of standard authors, publications of private and special presses, and many lots in fine condition of interest to discriminating collectors.

THE Destouches Papers, a collection of unpublished historical data pertaining to the American Revolution, were sold at the American Art Galleries, the 116 lots en bloc bringing \$4,500. The George D. Smith Book Shop was the buyer. The collection was formed by the French Admiral Charles Rene Dominique Gochet, Chevalier Destouches, and relates almost entirely to the years 1780-1781. The collection included naval papers containing details of signals, maps, printed contemporary news-sheets, and letters of Washington, Lafayette, Rochambeau, De Grasse, and many others.

MR. ARCHIBALD FLOWER, former mayor of Stratford-on-Avon, Shakespeare's birthplace, has arrived in this country to help arouse interest in the new Memorial Theatre, which will replace the playhouse recently destroyed by fire. To build the new theatre will require \$500,000, of which about one-half has already been subscribed. Mr. Flower says that his visit is not for financial contributions but to interest Americans in the Stratford Shakespeare productions and to encourage them to visit the historic town where Shakespeare was born in 1565. He is here as the guest of the English Speaking Union.

BOOKS from the library of A. Edward Newton, mainly duplicates, comprising 194 lots, were sold at the Anderson Galleries November 29, bringing \$9,891. A copy of Apperley's "The Life of a Sportsman, with colored plates by Alken, in the original blue cloth, a fine copy of the first issue of the first edition, printed in London, in 1842, brought \$875. Edward Young's "The Complaint," with colored plates by William Blake, rare first edition printed in London in 1797, sold for \$480; An A. L. S. of Benjamin Franklin, 1 p., folio, September 18, 1744, ordering type for the Hall printing office, fetched \$560. The sale was well attended and prices generally were very good.

AN important sale of rare Americana was held by Charles F. Heartman, at Metuchen, N. J., on November 27 and many good prices were realized. The highest price, \$1,475, was paid for the original manuscript orderly book belonging to Maj. Gen. Robert Howe and kept at his headquarters while in command at the Southern department in the American Revolution, the entries ranging from June 15, 1776, to July 14, 1778. Other important items and the prices which they brought were the following: D.S. by Ethan Allen, 1 p., 4to, March 26th, 1780, \$450; a collection of 36 autograph letters signed by William Douglas written during the period from July 19, 1775, to December 5, 1776, bound in one contemporary folio volume, \$605; A.L.S. of David Garrick, 2 pp., 4to, n.p. and n.d., \$142.50; the Abraham Panther Indian captivity, Leominster, before 1800, the only copy known, \$245; A.L.S. of Timothy Pickering, 4 pp., 4to, Trenton, August 29, 1798, appointing Alexander Hamilton as postmaster general, \$190; A.L.S. of Washington, 1 p. folio, Headquarters at Morristown, February 2, 1780.

THE lovers of Thackeray were startled when the announcement was recently made that the house in Young Street, Kensington, had changed hands and was likely to disappear. Fortunately the rumor was partially untrue and admirers of the great novelist will be happy to learn that his home for many years is intact and likely

to remain so. Altho the house has been bought by the owners of a big store near by, they have no disposition to disturb a single brick. The seven years that Thackeray lived in this house were the happiest and the most eventful of his life, for here he wrote some of the most famous of his novels. Thackeray never lost his affection for that sturdy little bow-windowed home. Years afterward he took James Field, his American publisher, to the house, and stopping outside, exclaimed, "Down on your knees, you rogue, for here *"Vanity Fair"* was penned; and I will go down with you, for I have a high opinion of that production myself." If the question of a Thackeray shrine becomes acute it has been urged that this former home in Young Street, where the golden prose of the most characteristic novels were written, the Georgian building whence *Becky Sharp*, *Pendennis*, and *Henry Esmond* emerged to take their place among the immortals, should be the place selected.

DR. HARRY L. KOOPMAN, librarian of Brown University, announced last week that Brown had received as a Thanksgiving Day present from certain loyal alumni the most remarkable collection of letters by and relating to Abraham Lincoln that ever came into the market. One of the donors is John D. Rockefeller, Jr., of the Brown class of 1897. There are 485 letters in the entire collection, many entirely in the handwriting of Lincoln. They come within the period, 1861-4, and include letters to and from generals, governors and private individuals. One of the letters, sent as a telegram as was Lincoln's frequent custom, proclaims the victory at Gettysburg. Another, bearing the date September 3, 1864, is his Thanksgiving proclamation, for the success of the army and navy. In a third letter Lincoln refers to General Grant as a "copious worker and fighter, but a very meagre writer or telegrapher." This gift puts Brown University second only to the Library of Congress in its wealth of Lincolniana.

THE Harvard University Press will soon publish "A Bibliography of the Writings of the English Language from the Beginning of Printing to the end of 1922,"

by Arthur G. Kennedy of Stanford University. By the chronological arrangement of titles and the inclusion of important reviews and notices of books, the author has provided the student of the history of English philology with a detailed index to investigation in the language as a whole or in any part of the field. He has given much attention to the various editions and reprints of books, especially those of an earlier period. He has included all phases of the study of the English language, with chapters not only of Anglo Saxon, Middle English, and Modern English, but also on the relations of English with other tongues, English paleography, recent tendencies, the history of the study of English, and the theory and method of the study and teaching of language. Extensive bibliographies will be found on phonetics, runic writings, American, English and the like. It is a book that the student and collector will find useful for study and reference.

Auction Calendar

Thursday evening, December 16th, at 8:15. Autograph manuscripts of Lafcadio Hearn, Theodore Roosevelt, Henry James, Joseph Conrad, unique Nelson collection, Incunabula and illuminated manuscripts, etc. (Items 200.) The Anderson Galleries, 489 Park Ave., New York City.

Catalogs Received

Americana, books about books, curiosa, fine presses, modern first editions, folklore, ships and pirates, whaling, etc. (No. 10; Items 985.) Dauber & Pine Bookshops, Inc., 66 Fifth Ave., New York City.
 Books from the library of the late Adolph Grawoll. (No. 93; Items 506.) Schulte's Book Store, Inc., 80 Fourth Ave., New York City.
 Books on art and the decorative crafts. (No. 488; Items 938.) Francis Edwards, 83a, High St., Marylebone, London, W. 1, England.
 Elizabethan and Restoration literature. (No. 15; Items 437.) Harry F. Marks, 31 West 47th St., New York City.
 Fine English and American books. (No. 3.) Missouri Store Co., Inc., Columbia, Mo.
 First editions, Americana, limited editions, biography, history and travel, etc. The Morris Book Shop, 208 South Wabash Ave., Chicago, Ill.
 Medizinische Serien- u. Sammelwerke. (No. 306; Items 351.) Alfred Lorentz, Kurprinzstrasse 10, Leipzig, Germany.
 Rare and choice books and Americana. (No. 177.) The Arthur H. Clark Co., 4027 Prospect Ave., Cleveland, O.
 Theologiae Catholicae. (No. 727; Items 1741.) Joseph Baer & Co., Hochstrasse 6, Frankfurt am Main, Germany.
 Americana, Indians and the West, family, county, town and state histories, etc. (No. 24; Items 1113.) Powne's, 1352 North Clark St., Chicago, Ill.
 Books on the West, Southwest, Texas, Mississippi River, Railroads, Mexican War, Mormons, Narratives, Travels, etc. (No. 960; Items 541.) C. F. Libbie & Co., 3 Hamilton Place, Boston, Mass.
 Catholic theology. (No. 727; Items 1741.) Joseph Baer & Co., Hochstrasse 6, Frankfort on Main, Germany.
 Fine, rare, curious and unusual books. (No. 23; Items 198.) Meredith Janvier, 14 West Hamilton St., Baltimore, Md.

Books arranged chronologically under date of publication from the *Nuremberg Chronicle*, 1493, to The *Georgian Press*, 1926. (No. 2; Items 499.) E. P. Dutton & Co., 681 Fifth Ave., New York City.
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Old Book Notes

Dauber & Pine of New York whose lists are usually rich in Books About Books or of Fine Presses, catalog in their new No. 10 five scarce items of the Wm. Loring Andrew publications:

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The Journal of the Iconophiles around New York. One of 87 copies on Japan. 1897. \$52.50

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The Weekly Book Exchange has its first advertiser from Japan, this week, the Maruzen Co., Ltd., of Tokyo. There are usually several foreign dealers among its advertisers, each week, but this is one of the first from Asia. There are many regular advertisers from England and Germany, the latter dealers seeking, especially, numbers of scientific periodicals and magazines that were issued during the war years.

The new catalog of the Arthur H. Clark Co. (Cleveland), specialists in western and mid-western Americana, has an interesting item illustrative of the increasing interest in the period of inland river steamboating, "History of Early Steamboat Navigation on Missouri River" by Hiram M. Chittenden. The book is in 2 vols., 8vo, cloth, uncut, N. Y., 1903, limited edition of 950 copies, now out of print and scarce, priced at \$30.

"Very few people now have any conception of the part the steamboat navigation on Missouri River played in upbuilding of the West. The business of the fur trade, intercourse of government agents with Indians, campaigns of the army throughout the valley and the wild rush of goldseekers to the mountains all depended in a greater or less degree upon the Missouri River as a line of transportation. No other river in this country has a record to compare with it. From beginning to end it abounds in thrilling incident of the life which it fostered so full of picturesque and even tragic details."

The Triptych is a publishing club of three members whose secretary is the well-known collector, Wilbur Macey Stone, of 15 Park Row, New York City. They organized in 1899 and have from time to time printed choice little books including several on bookplates, a picture book on "Penny Toys" and this month a wee "ABC" book with Bewick cuts. Various books have been in editions of 99 copies.

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The American Library Directory, 1923.

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Story of the War in La Vende. Hill. Pub.
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Updike. Merrimount Press. Any vol.
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 Press.
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 Wil. 1898.
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Delineator. N. Y. 1891-1897 or set.
Folsom. Entomology. Blakiston. 1923.
Ford. Scotch-Irish in America.
Fortier. Hist. of La. 4 vols.
Fountain. Great Deserts & Forests of N. Amer.
Gratiot Co., Mich. Biog. Memoir of.
Harper's Weekly. 1860, 1864, 1865.
Hathaway. No. Carolina Hist. & Geneal. Register.
Illinois Hist. Liby. Jl. Vols. 1, 12 to end.
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Linn. Annals of Buffalo Valley.
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Smith. Explanation of Terms Used in Entomology. 1906.
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Wheeler. On the Trail of Lewis & Clark.

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Maryland Historical Magazine. Vol. 2, no. 2.
Nisbet, J. F. Insanity of Genius. Scribner. 1913.
North Carolina Historical Society—James Sprunt Historical Publications. Vols. 1; 2; 16, no. 1.
Vermont Historical Society—Proceedings. 1860-1869, 1871, 1873-1877, 1879, 1881, 1883-1893, 1895, 1897, 1901, 1902, 1907.

COLESWORTHY'S B'KSTORE, 66 CORNHILL, BOSTON
History of U. S. Navy Yard, Portsmouth, N. H.
Preble. Govt. Printing Office.

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Abbott. The Sun. 3 copies.

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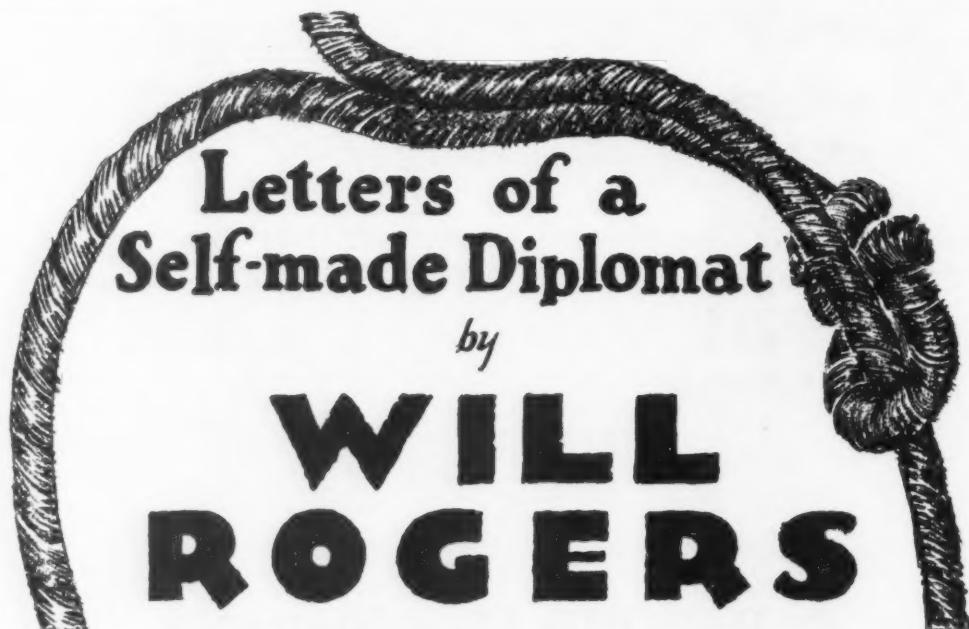
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